

## Results Reported 11/8/21

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
MARY KRUEGER	Wisconsin River Agency	34.00	19.00	15,093.33	51,096.19
JANE ZELLER	Wisconsin River Agency	51.00	19.00	28,868.84	33,394.40
LISA KOERNER	Wisconsin River Agency	43.00	23.00	19,652.23	21,214.73
JASON LAPORTE	Wisconsin River Agency	18.00	9.00	9,172.83	17,820.31
PHILIP WELTER	Wisconsin River Agency	7.00	2.00	5,509.13	17,118.95
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	17.00	5.00	11,782.21	15,211.03
MATTHEW JACQUE	Wisconsin River Agency	7.00	4.00	3,476.55	3,476.55
JEREMY BREIDEL	Wisconsin River Agency	2.00	0.00	2,222.78	2,222.78
LINDSEY KERSTEN	Wisconsin River Agency	1.00	1.00	345.00	345.00
<b>TOTAL</b>	<b>Wisconsin River Agency</b>	<b>180.00</b>	<b>82.00</b>	<b>104,967.23</b>	<b>161,899.95</b>
SAMANTHA CLEMINS	Lakeshore Agency	43.00	18.00	44,242.00	44,992.00
WHITNEY YANG	Lakeshore Agency	29.00	28.00	27,126.76	44,386.78
STEVE ERNST	Lakeshore Agency	18.00	8.00	8,413.69	33,160.60
CASSONDRA MEYER	Lakeshore Agency	21.00	7.00	30,209.76	30,209.76
CHRIS DEEDON	Lakeshore Agency	19.00	14.00	19,297.22	19,297.22
JAY DOBBS	Lakeshore Agency	10.00	2.00	14,305.90	14,619.41
DARREL SCHMIDT	Lakeshore Agency	12.00	4.00	11,704.89	11,704.89
NICOLE SMILANICH	Lakeshore Agency	8.00	1.00	5,632.62	10,223.99
DEAN GARDNER	Lakeshore Agency	7.00	0.00	5,395.68	9,387.55
CHIA YANG	Lakeshore Agency	8.00	2.00	7,501.04	7,501.04
JERRY HENRY	Lakeshore Agency	2.00	0.00	5,041.18	5,041.18
DAVID LANGE	Lakeshore Agency	1.00	0.00	3,084.74	3,084.74
ADAM MILLER	Lakeshore Agency	2.00	0.00	2,789.89	2,789.89
SAMANTHA NAPARALA	Lakeshore Agency	2.00	1.00	784.25	784.25
JEREMIAH WELCH	Lakeshore Agency	2.00	0.00	333.75	583.76
MARIAH BAGGS	Lakeshore Agency	2.00	1.00	196.91	196.91
LEE EVANS	Lakeshore Agency	2.00	2.00	75.30	75.30
<b>TOTAL</b>	<b>Lakeshore Agency</b>	<b>188.00</b>	<b>88.00</b>	<b>151,207.79</b>	<b>238,039.27</b>
REBECCA LUREEN	Dakotas Agency	61.20	27.50	43,367.85	68,019.11
AUTUM JOHNSON	Dakotas Agency	17.50	9.00	14,932.10	15,936.70
ALAINA PRESTWOOD	Dakotas Agency	9.50	9.50	4,868.41	4,868.41
KATE KINGSBURY	Dakotas Agency	6.20	1.50	3,411.95	3,746.82
BRANDY CARMICHEAL	Dakotas Agency	4.00	4.00	1,242.60	1,242.60
CODY PRESTWOOD	Dakotas Agency	2.50	2.50	1,107.63	1,107.63
CAROL JANDERA	Dakotas Agency	1.00	1.00	558.60	558.60
MICHAEL JOHNSON	Dakotas Agency	0.10	0.00	166.67	166.67
<b>TOTAL</b>	<b>Dakotas Agency</b>	<b>102.00</b>	<b>55.00</b>	<b>59,276.35</b>	<b>95,646.53</b>
RANDALL KOLARIK	Independent Agency	44.00	19.00	57,698.61	57,698.61
CARRIE BAETEN	Independent Agency	49.00	33.00	28,477.36	28,477.36
JOANNA STOCH	Independent Agency	17.80	15.80	23,169.80	23,169.80
MICHAEL BROWN	Independent Agency	13.00	3.00	15,484.63	22,208.98
ANN KAISER	Independent Agency	6.00	3.00	0.00	20,123.55
DONALD SCHAEFER	Independent Agency	4.00	2.00	13,424.04	13,424.04
ANDRZEJ SERTLER	Independent Agency	12.00	10.00	13,393.25	13,393.25
CHARLENE MCCOY	Independent Agency	16.00	13.00	11,614.72	11,614.72
GREGG TALLIER	Independent Agency	4.00	2.00	0.00	10,780.79
ROGER HARRIS	Independent Agency	10.00	4.00	9,755.10	9,755.10
ROBERT FIRCHOW	Independent Agency	12.00	7.00	9,398.29	9,398.29
JAMES DINGELDEIN	Independent Agency	7.00	6.00	9,219.13	9,219.13
JOHN FOWLER	Independent Agency	5.00	1.00	8,384.68	8,384.68
BRADLEY PUTNAM	Independent Agency	5.00	2.00	7,956.70	7,956.70
ALVA PAINE	Independent Agency	5.00	4.00	7,154.70	7,154.70
CHAD WARE	Independent Agency	14.00	14.00	6,800.02	6,800.02
DEAN WATERS	Independent Agency	12.00	11.00	6,413.16	6,413.16
JANA MCKINNEY	Independent Agency	6.00	6.00	6,397.85	6,397.85
SHERRY NOBLE	Independent Agency	3.00	2.00	5,562.48	5,562.48

DAVID KONSELLA	Independent Agency	5.00	5.00	5,463.02	5,463.02
BETH KLISMITH	Independent Agency	7.00	5.00	5,374.00	5,374.00
STANLEY BLYTHE	Independent Agency	13.00	11.00	5,242.79	5,242.79
ROXANNE JOHNSON	Independent Agency	1.00	1.00	0.00	5,000.00
KANDANCE GIOSCIO-KEULER	Independent Agency	2.00	0.00	0.00	5,000.00
NORBERTO CAPIELLO	Independent Agency	2.00	1.00	3,842.72	3,842.72
WILLIAM PATZNER	Independent Agency	4.00	4.00	3,760.80	3,760.80
DIANE ROOK-JOHNSON	Independent Agency	5.00	3.00	3,632.74	3,632.74
HARRY DORMAN	Independent Agency	4.00	4.00	3,480.32	3,480.32
DALBERT STEELE	Independent Agency	13.00	10.00	3,319.95	3,319.95
DONALD ROOT	Independent Agency	3.00	3.00	3,264.20	3,264.20
TRENT HALDIMAN	Independent Agency	4.00	1.00	3,009.17	3,009.17
STEPHEN RUNDE	Independent Agency	2.00	2.00	2,903.99	2,903.99
JOANNA KOT	Independent Agency	2.00	2.00	2,772.00	2,772.00
KAREN VANDENBUSCH	Independent Agency	2.00	2.00	2,718.30	2,718.30
DANIEL WIEGMAN	Independent Agency	2.00	1.00	2,609.64	2,609.64
YULIJA PONA	Independent Agency	2.00	2.00	2,607.02	2,607.02
ERVIN LONDAGIN	Independent Agency	4.00	4.00	2,606.20	2,606.20
CHRISTY SNIDER	Independent Agency	3.00	3.00	2,520.20	2,520.20
JASON PETERS	Independent Agency	3.00	3.00	2,489.65	2,489.65
JOSEPH GUILLORY	Independent Agency	3.00	2.00	2,380.75	2,380.75
JOSEPH MEDINGER JR	Independent Agency	3.00	2.00	2,311.05	2,311.05
EDYTA KIELTYKA	Independent Agency	1.00	1.00	2,255.00	2,255.00
JUSTIN GIVENS	Independent Agency	3.00	1.00	2,179.71	2,179.71
BRIAN LEMIEUX	Independent Agency	3.00	3.00	2,074.43	2,074.43
KAROLINA SOBCZYK	Independent Agency	2.00	2.00	2,030.00	2,030.00
GREGORY CARTER	Independent Agency	3.00	3.00	1,952.72	1,952.72
KYLE MCLAUGHLIN	Independent Agency	1.00	1.00	1,939.25	1,939.25
DANIEL ZEIGER	Independent Agency	4.00	1.00	1,739.50	1,789.50
NICOLE LEWIN	Independent Agency	3.00	3.00	1,750.10	1,750.10
DANIEL HERBRAND	Independent Agency	2.00	2.00	1,742.96	1,742.96
BOB ANDREWS INS	Independent Agency	1.00	1.00	1,740.00	1,740.00
EZELL JACKSON	Independent Agency	1.00	1.00	1,688.75	1,688.75
DAVID HARTWIG	Independent Agency	2.00	2.00	1,651.65	1,651.65
LAURA DEGOLIER	Independent Agency	3.00	3.00	1,620.84	1,620.84
LEVI HUNCOVSKY	Independent Agency	2.00	2.00	1,567.43	1,567.43
RICHARD BALCH	Independent Agency	2.00	2.00	1,510.74	1,510.74
GREGORY KONERZA	Independent Agency	2.00	2.00	1,364.39	1,364.39
KURT SCHMITZ	Independent Agency	1.00	0.00	1,360.40	1,360.40
LARRY POWELL	Independent Agency	2.00	2.00	1,346.50	1,346.50
JEREMY CORDOVA	Independent Agency	1.00	1.00	1,315.75	1,315.75
LYLE BODENSTEINER	Independent Agency	2.00	0.00	1,253.00	1,253.00
SENICA OMERNIK	Independent Agency	3.00	3.00	1,211.50	1,211.50
MATTHEW SCHERNIKAU	Independent Agency	2.00	1.00	1,181.50	1,181.50
JARED REUTER	Independent Agency	3.00	3.00	1,139.75	1,139.75
SHARI STEELE	Independent Agency	1.00	1.00	1,138.25	1,138.25
SCOTT OLIVA	Independent Agency	5.00	5.00	978.83	1,028.83
PAUL FRITCH	Independent Agency	2.00	1.00	1,020.30	1,020.30
JAY REDFERN	Independent Agency	1.00	1.00	1,002.00	1,002.00
RANDY AUGSBURGER	Independent Agency	2.00	1.00	982.60	982.60
SCOTT MOAN	Independent Agency	1.00	1.00	969.15	969.15
LARRY RUFF	Independent Agency	1.00	1.00	942.74	942.74
KENNETH CAFOUREK	Independent Agency	3.00	2.00	915.95	915.95
BONITA HAYES	Independent Agency	1.00	1.00	901.50	901.50
LUANNE GOTZ	Independent Agency	1.00	1.00	898.76	898.76
LAURA DEBEVEC SCHULTZE	Independent Agency	1.00	0.00	882.39	882.39
DANIEL VERBRICK	Independent Agency	1.00	1.00	845.85	845.85
JUDY HAWLEY	Independent Agency	4.00	3.00	815.63	815.63
HEATHER LINDSLEY	Independent Agency	1.00	1.00	813.90	813.90
WILLIAM GARRETT	Independent Agency	2.00	2.00	789.50	789.50
BRIAN BAUTCH	Independent Agency	2.00	2.00	765.05	765.05
TODD GERBIG	Independent Agency	2.00	2.00	764.80	764.80

RUDOLPH KOLARIK	Independent Agency	1.00	0.00	733.70	733.70
NICOLE KOEHLER	Independent Agency	1.00	1.00	699.50	699.50
RONALD PACHAN	Independent Agency	3.00	2.00	697.95	697.95
GEORGE BODUCH	Independent Agency	1.00	1.00	648.15	648.15
CHARLENE LARSEN	Independent Agency	1.00	1.00	630.80	630.80
STACY STEPHENS	Independent Agency	2.00	2.00	612.25	612.25
BRENDA VANDER LOGT	Independent Agency	1.00	1.00	610.00	610.00
KEITH SANDERS	Independent Agency	1.00	1.00	588.70	588.70
MICHAEL STECKLING	Independent Agency	1.00	0.00	558.75	558.75
KYLIE ELMORE	Independent Agency	1.00	1.00	553.90	553.90
PAULA VESELY	Independent Agency	2.00	2.00	524.00	524.00
MARIAH BAGGS	Independent Agency	1.00	1.00	500.04	500.04
WAYNE FREUND	Independent Agency	1.00	0.00	500.04	500.04
TERIN SMITH BANGERT	Independent Agency	1.00	1.00	466.00	466.00
BRUCE PAUTZ	Independent Agency	2.00	2.00	378.00	378.00
RANDALL PFEILER	Independent Agency	2.00	0.00	374.75	374.75
LORI VAN WINKLE	Independent Agency	1.00	1.00	0.00	300.01
PHILLIP KEISER	Independent Agency	1.00	1.00	257.28	257.28
BRADLEY PRATT	Independent Agency	2.00	2.00	0.00	250.01
SHANNON DAUGHERTY	Independent Agency	1.00	1.00	239.00	239.00
STEVEN POWELL	Independent Agency	1.00	1.00	222.50	222.50
ERIC GARLAND	Independent Agency	4.00	1.00	168.48	168.48
JEFFREY HILLEMANN	Independent Agency	1.00	1.00	165.90	165.90
LUKASZ HANDZEL	Independent Agency	0.20	0.20	129.50	129.50
DIRK MILESTONE	Independent Agency	2.00	2.00	0.00	122.65
CONNIE GIBB	Independent Agency	2.00	2.00	113.57	113.57
PAUL DODGE	Independent Agency	0.50	0.50	0.00	75.00
KENNETH SZWEDA	Independent Agency	0.50	0.50	0.00	75.00
HOWARD BLECHA	Independent Agency	1.00	1.00	0.00	50.00
CRISTY ARNDT	Independent Agency	1.00	1.00	35.70	35.70
ROBERT A ANDERSON	Independent Agency	0.00	0.00	0.00	0.00
SCOTT FAHRENTHOLD	Independent Agency	0.00	0.00	0.00	0.00
FRANK MOONEY	Independent Agency	0.00	0.00	0.00	0.00
JAROD POWELL	Independent Agency	0.00	0.00	0.00	0.00
IWONA ZAWICKI	Independent Agency	0.00	0.00	0.00	0.00
RANDY SCHMITZ	Independent Agency	0.00	0.00	-184.12	-184.12
<b>TOTAL</b>	<b>Independent Agency</b>	<b>454.00</b>	<b>326.00</b>	<b>372,268.39</b>	<b>418,481.75</b>
DAVID HORSTMANN	Direct Distribution	9.00	9.00	11,280.64	11,280.64
DAVID LAPETINA	Direct Distribution	12.00	11.00	6,028.04	6,028.04
<b>TOTAL</b>	<b>Direct Distribution</b>	<b>21.00</b>	<b>20.00</b>	<b>11,067.38</b>	<b>17,308.68</b>
HOME OFFICE	Home Office	3.00	2.00	483.50	483.50
<b>TOTAL</b>	<b>Home Office</b>	<b>3.00</b>	<b>2.00</b>	<b>338.46</b>	<b>483.50</b>